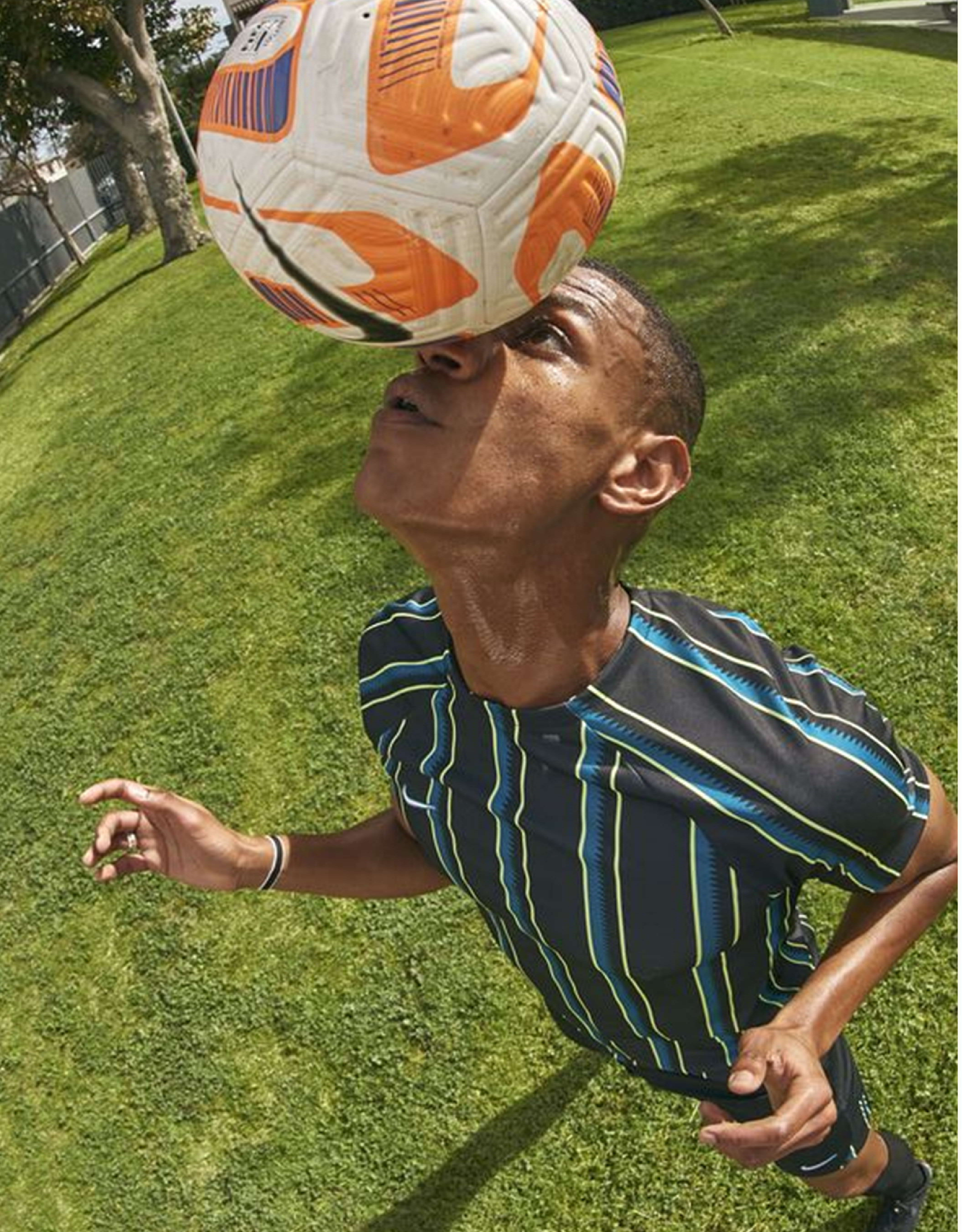
EARNINGS RELEASE

4Q23 AND 2023



GRUPO SBF · CENTAURO · FISIA · ONEFAN · X3M · NWB Network Brasil · dance · studio7.8

AGENDA

- HIGHLIGHTS
- 4Q23 AND 2023 RESULTS
- Q&A

KEY MESSAGES 4Q23

- NET DEBT/EBITDA REDUCTION FROM 3.35X (JUN/23) TO **1.35X** (DEC/23);
- SIGNIFICANT IMPROVEMENT IN WORKING CAPITAL MANAGEMENT AND INVENTORY REDUCTION;
- RECORD IN OPERATING CASH GENERATION: **R$950 MILLION** IN THE 4TH QUARTER OF 2023;
- OPERATIONAL EFFICIENCY INCREASE THROUGH EXPENSES REDUCTION (**-3.8 P.P.** IN 2S23 VS 2S22);
- GROWTH OF **31.7%** IN EBITDA IN THE QUARTER, AND **100.5%** IN NET PROFIT, EVEN IN A MORE PROMOTIONAL SCENARIO.

STRATEGIC PRIORITIES FOR 2024

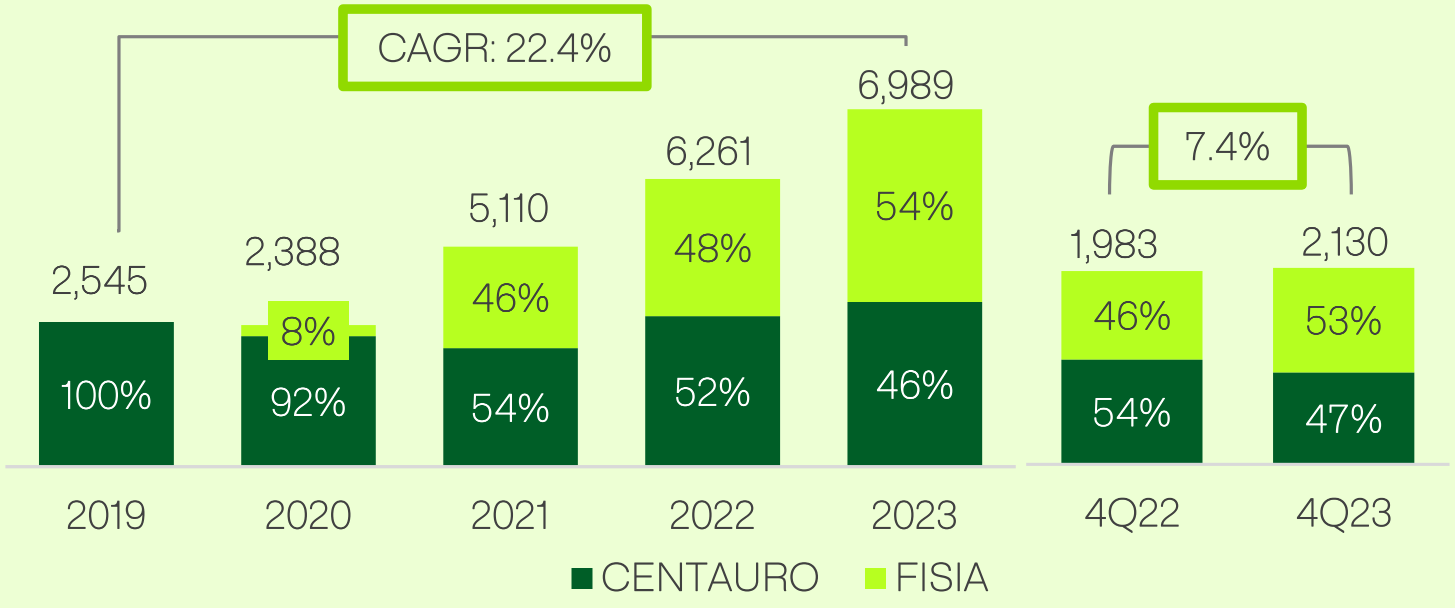
- SAFE AND RESPONSIBLE GROWTH;
- PROFITABILITY IMPROVEMENT AND;
- LEVERAGE REDUCTION.

GRUPO SBF | OVERVIEW

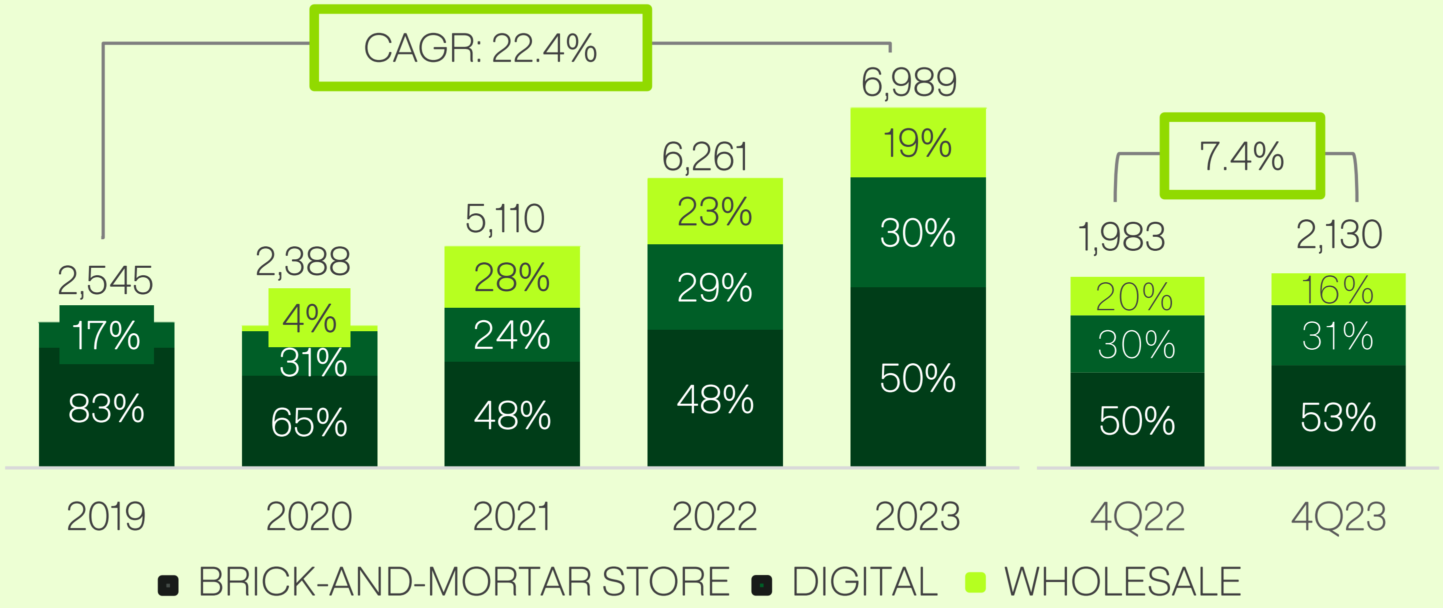
R$ MM

GRUPO SBF

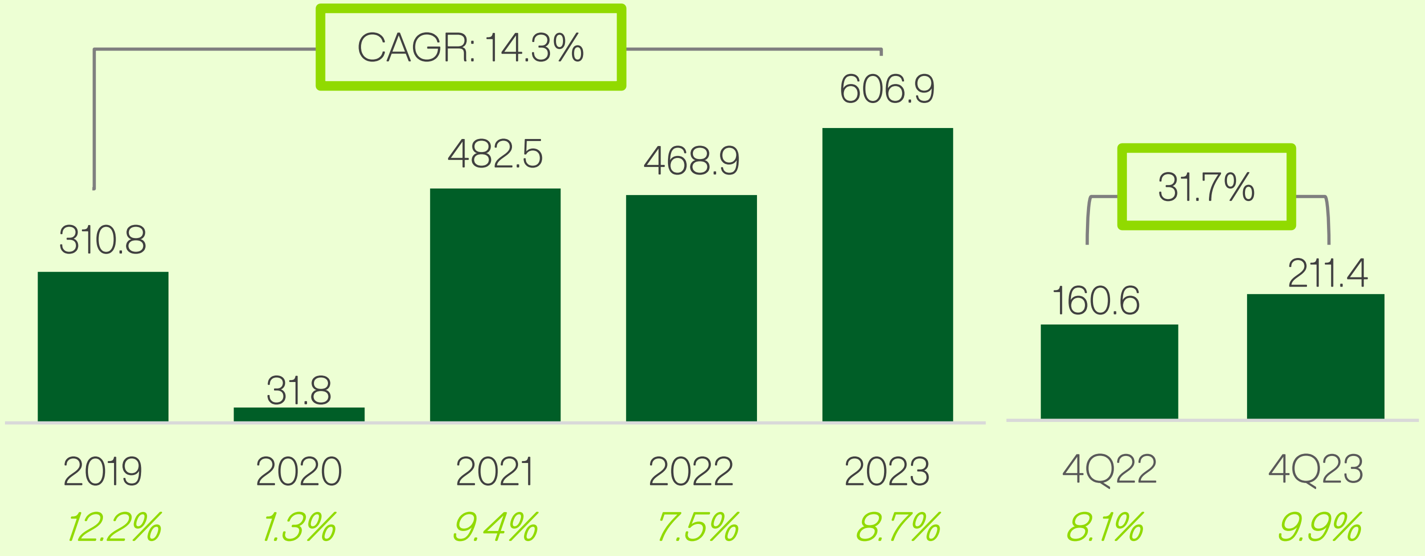
NET REVENUE AND SHARE BY COMPANY



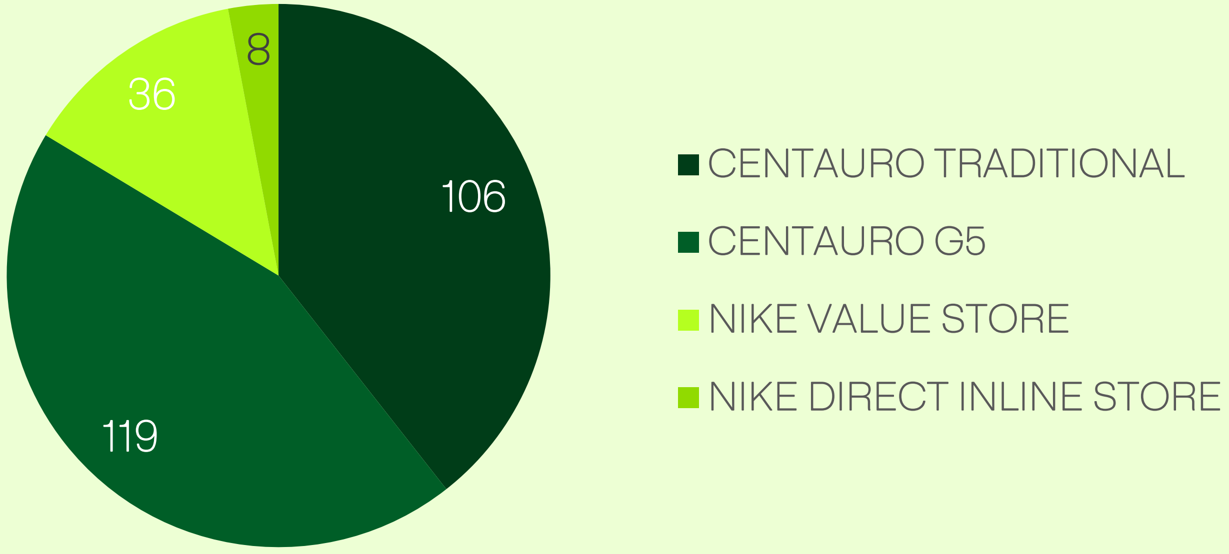
NET REVENUE AND SHARE BY CHANNEL



EBITDA (ADJUSTED, EX-IFRS) AND EBITDA MARGIN



FOOTPRINT: 269 STORES IN BRAZIL



KEY NUMBERS 4Q23 | GRUPO SBF

ADJUSTED | EX-IFRS

GRUPO SBF

GROSS REVENUE

R$2.7BI

+6.7% vs 4Q22

GROSS MARGIN

46.0%

-1.6 P.P vs 4Q22

SG&A/NET REVENUE

36.0%

-3.5P.P vs 4Q22

EBITDA

R$211MM

+31.7% vs 4Q22

NET PROFIT

R$141MM

+100.5% vs 4Q22

OPERATING CASH GENERATION

R$950MM

+130.1% vs 4Q22

KEY NUMBERS 2023 | GRUPO SBF

ADJUSTED | EX-IFRS

GRUPO SBF

GROSS REVENUE	GROSS MARGIN	SG&A/NET REVENUE
R$8.8BI	47.2%	38.6%
+11.8% vs 2022	+0.3 P.P vs 2022	-0.9P.P VS 2022

EBITDA	NET PROFIT	LEVERAGE
R$607MM	R$228MM	1.35x
+29.4% vs 2022	+10.3% vs 2022	3.35x IN JUN/23

CENTAURO

GRUPO SBF

R$ 1.1 BI OF NET REVENUE IN 4Q23, REDUCTION OF 6.7%, (EX. WORLD CUP IMPACT, +2.4%);

GROWTH OF **2.6%** IN BRICK-AND-MORTAR STORES IN 4Q23 (EX. WORLD CUP IMPACT, +12.6%);

BRICK-AND-MORTAR SSS **+6.9%** IN 2023;

INCREASE OF THE DIGITAL CHANNEL **PROFITABILITY**;

GROSS MARGIN OF **47.8%** IN 4Q23 (EXPANSION OF 1.2 P.P. VS 4Q22);

REDUCTION OF **2.2 P.P** ON SG&A/NET REVENUE VS 4Q22.

FISIA

GRUPO SBF

R$ 1.2 BI OF NET REVENUE IN 4Q23, GROWTH OF 26.4% VS 4Q22;

54.8% OF SHARE OF DTC SALES IN 4Q23 (+8.2 P.P);

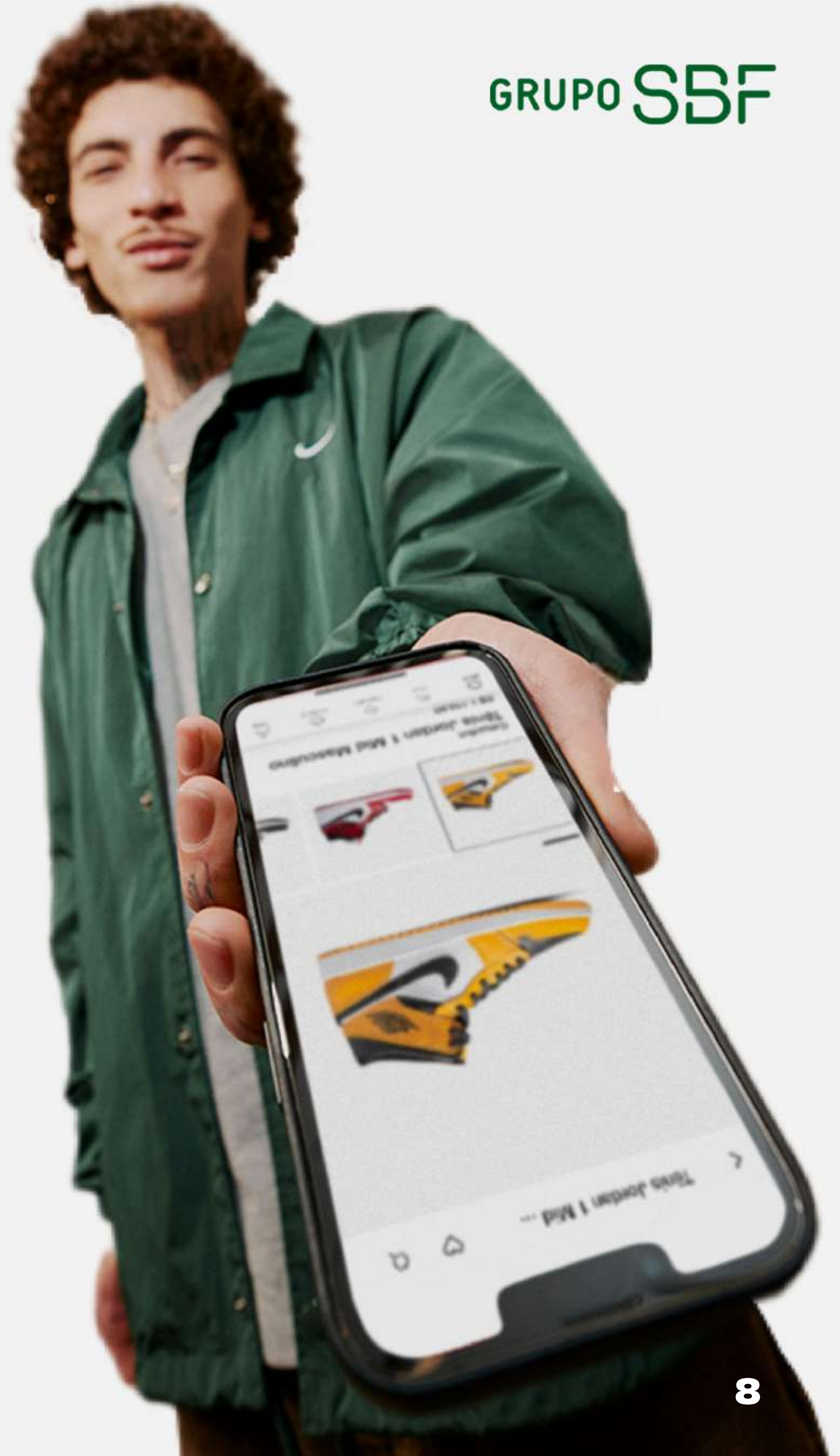
53.5% OF GROWTH ON DIGITAL CHANNEL IN 4Q23;

12 STORES OPENING IN 2023, TOTAL OF **44 STORES**;

LARGEST BLACK FRIDAY IN FISIA'S HISTORY;

NIKE APP LAUCHED IN DECEMBER;

CONCLUSION OF THE **FISIA'S DISTRIBUTION CENTER MIGRATION** IN SEPTEMBER, INCREASE OF NPS INDICATORS ON BLACK FRIDAY AND CHRISTMAS.



4Q23 AND 2023 RESULTS

GRUPO SBF

NET REVENUE

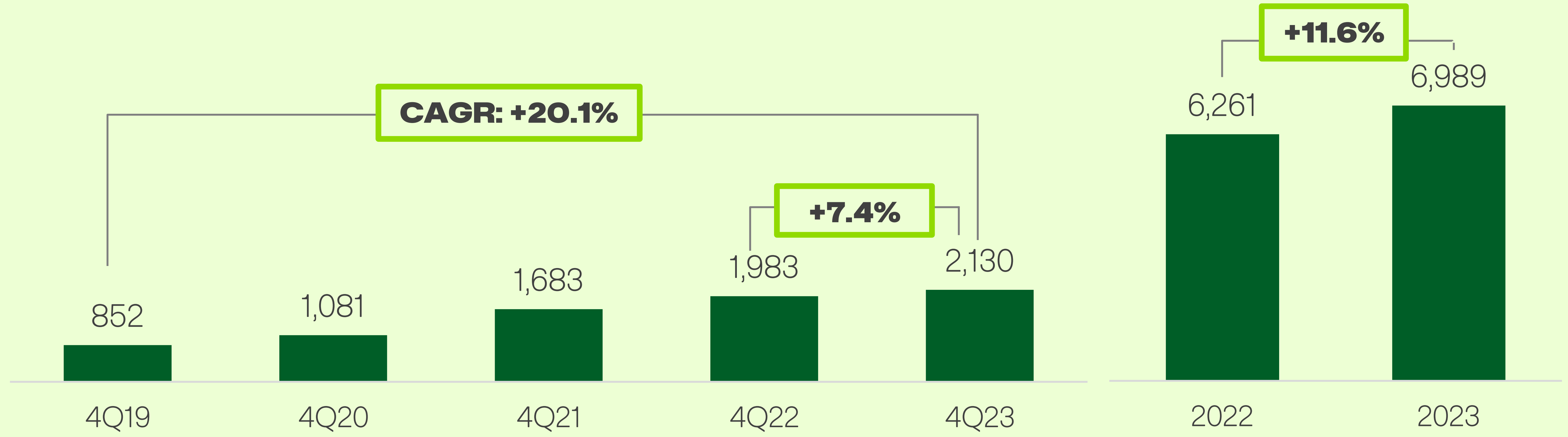
R$ MM | ADJUSTED | EX-IFRS

R$2.1BI
4Q23

+7.4%
VS 4Q22

R$7.0BI
2023

+11.6%
VS 2022



GROSS PROFIT AND GROSS MARGIN

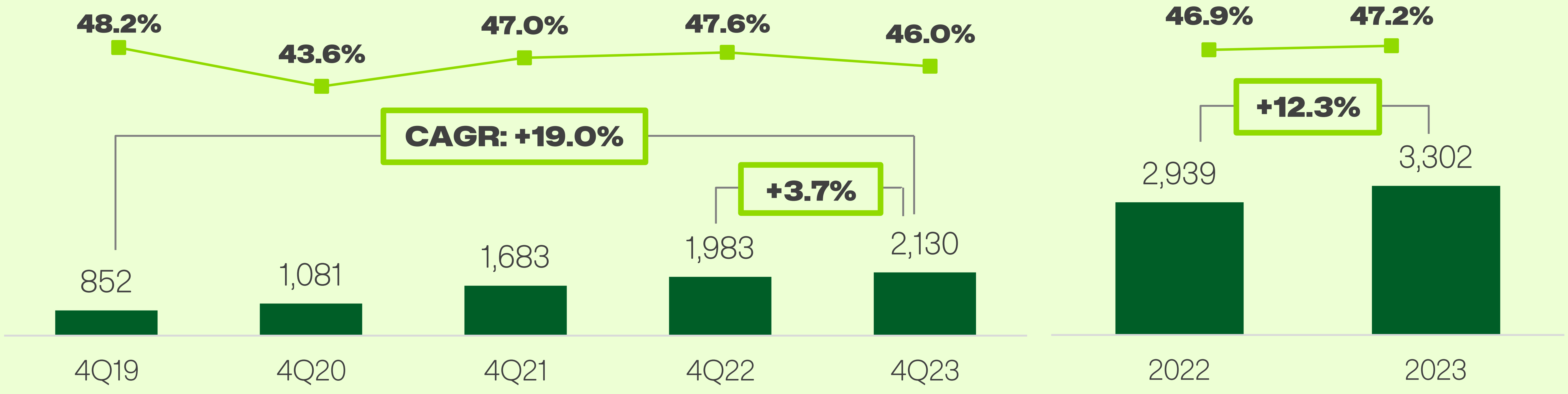
R$ MM | ADJUSTED | EX-IFRS

R$979MM
4Q23

+3.7%
VS 4Q22

R$3.3BI
2023

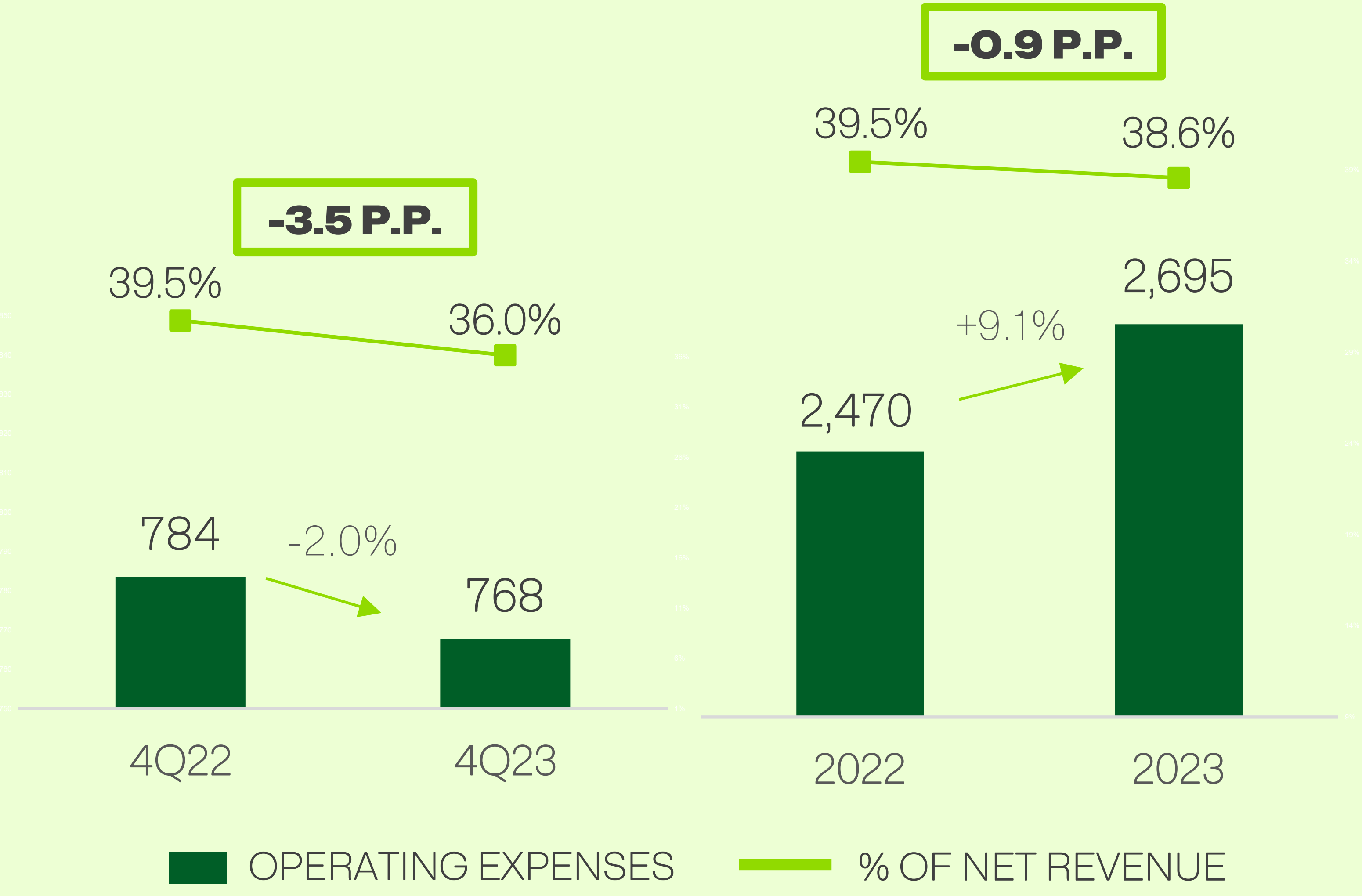
+12.3%
VS 2022



OPERATING EXPENSES

R$ MM | ADJUSTED | EX-IFRS

OPERATING EXPENSES (EX-IFRS)



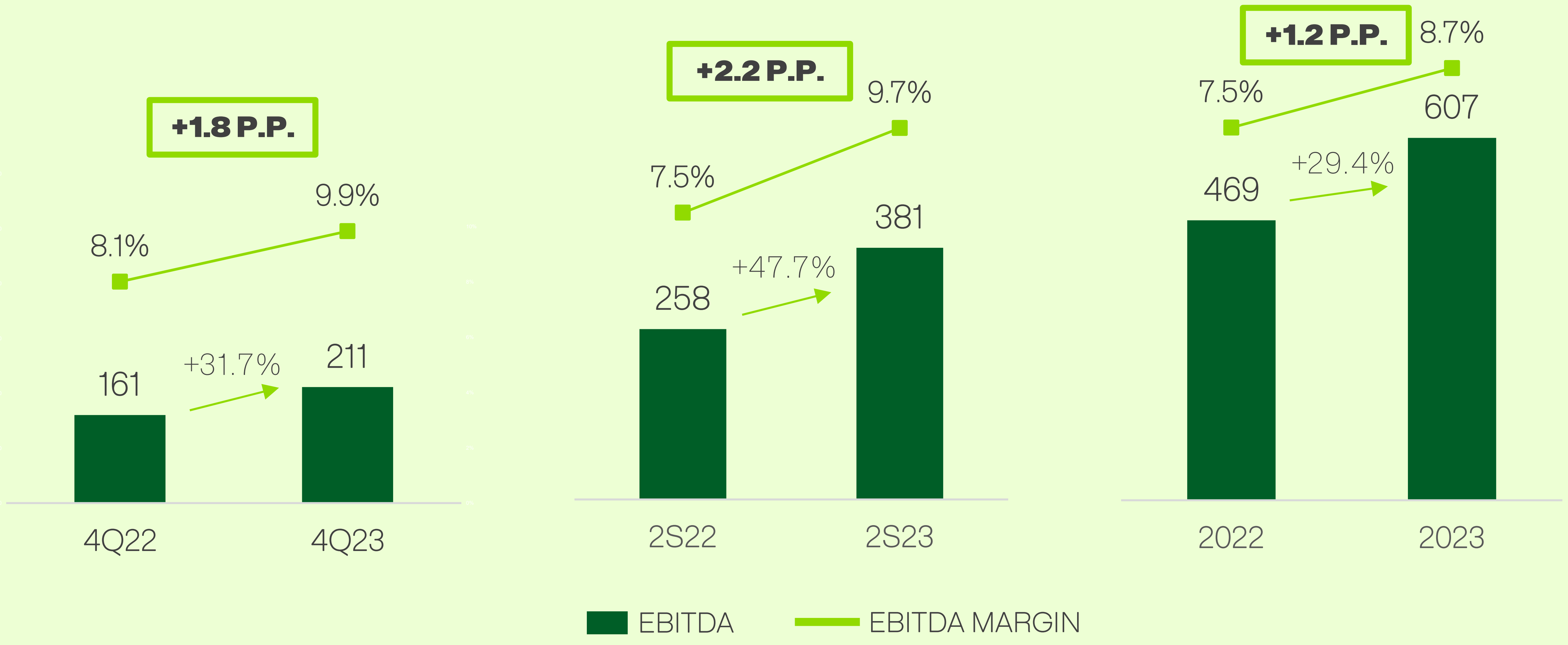
MAIN REDUCTIONS

- STAFF REDUCTION IN ALL AREAS OF THE COMPANY;
- CONTRACT RENEGOTIATIONS;
- CLOSURE OF 10 LOSS-MAKING STORES;
- REDUCTION IN TOP-OF-FUNNEL MARKETING;
- REDUCTION IN WAREHOUSING COSTS (LOWER INVENTORY LEVELS);
- CONCLUSION OF THE FISIA'S DISTRIBUTION CENTER MIGRATION .

EBITDA

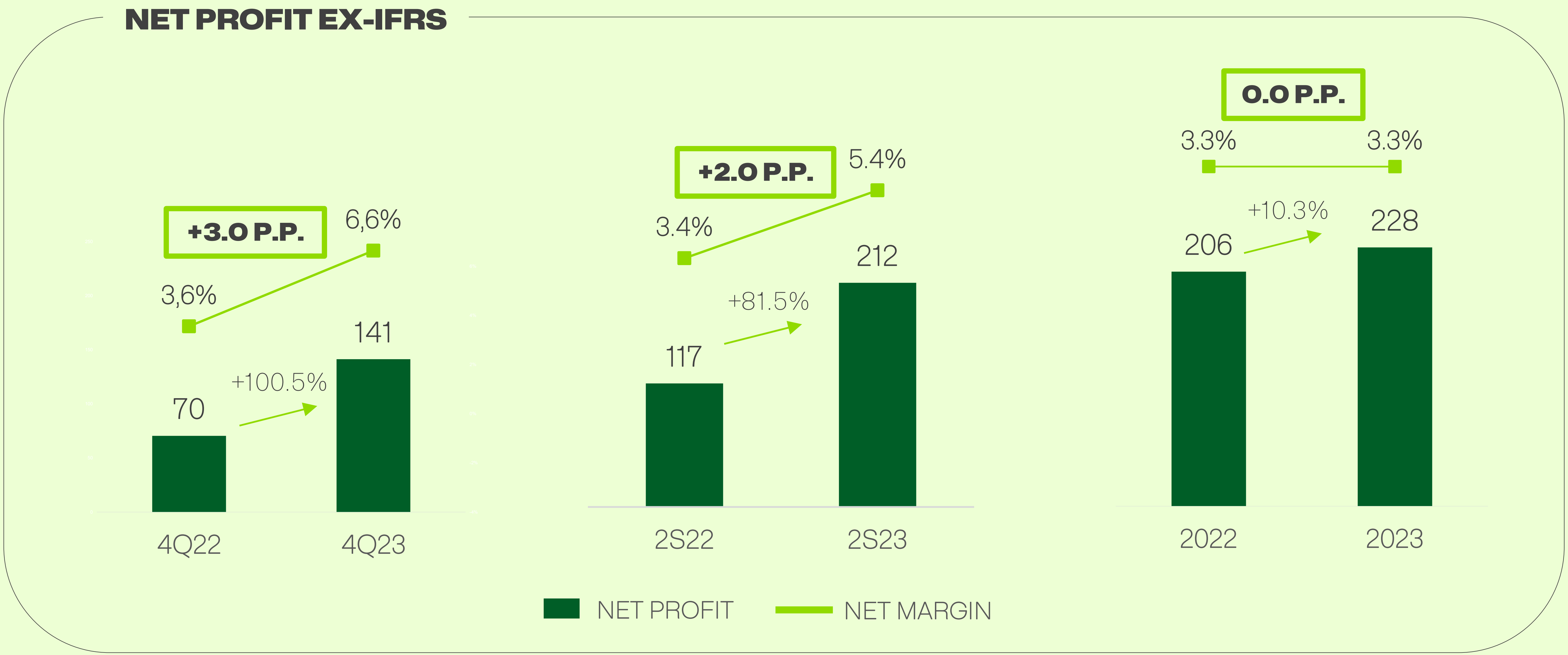
R$ MM | ADJUSTED | EX-IFRS

EBITDA EX-IFRS



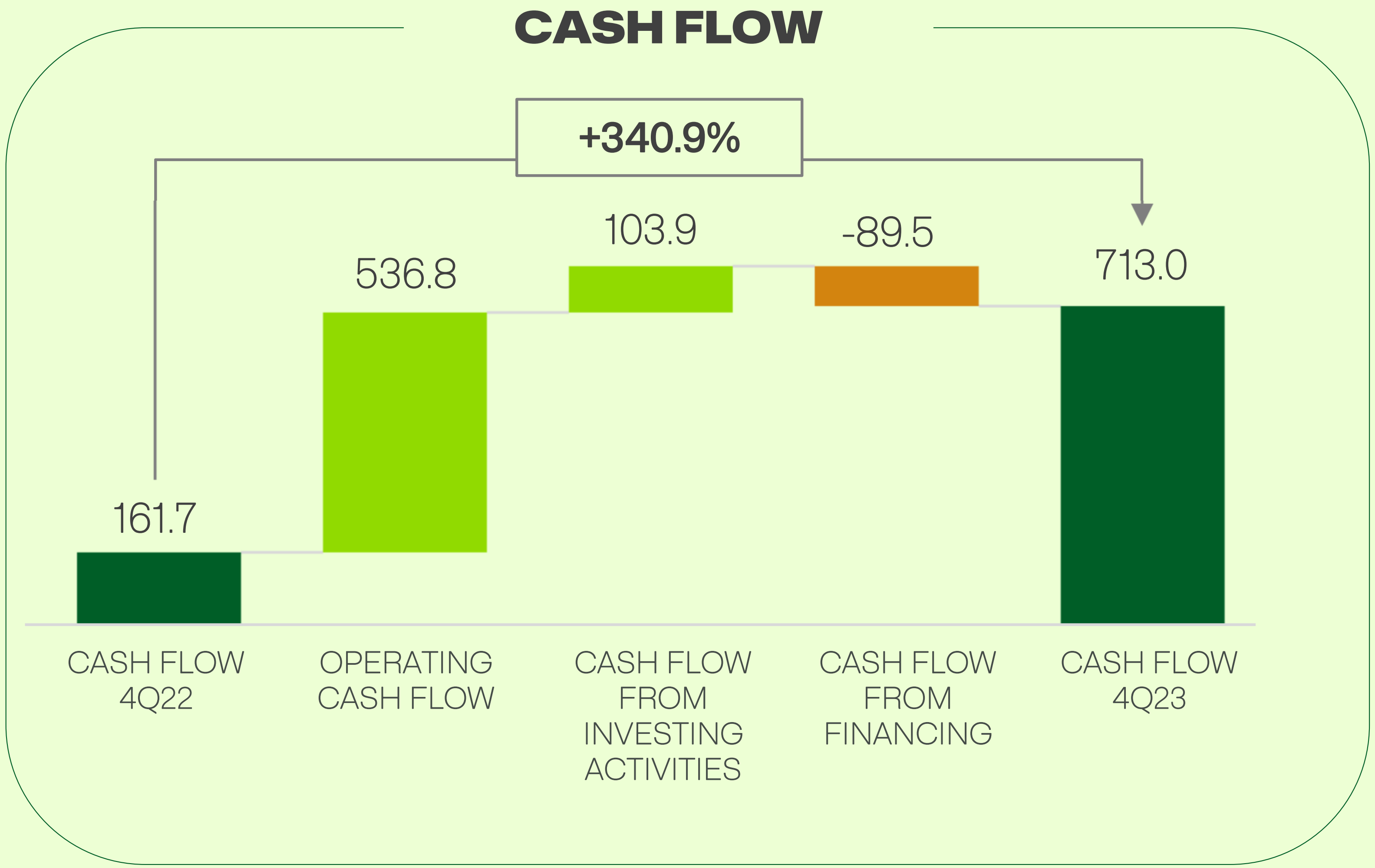
NET PROFIT

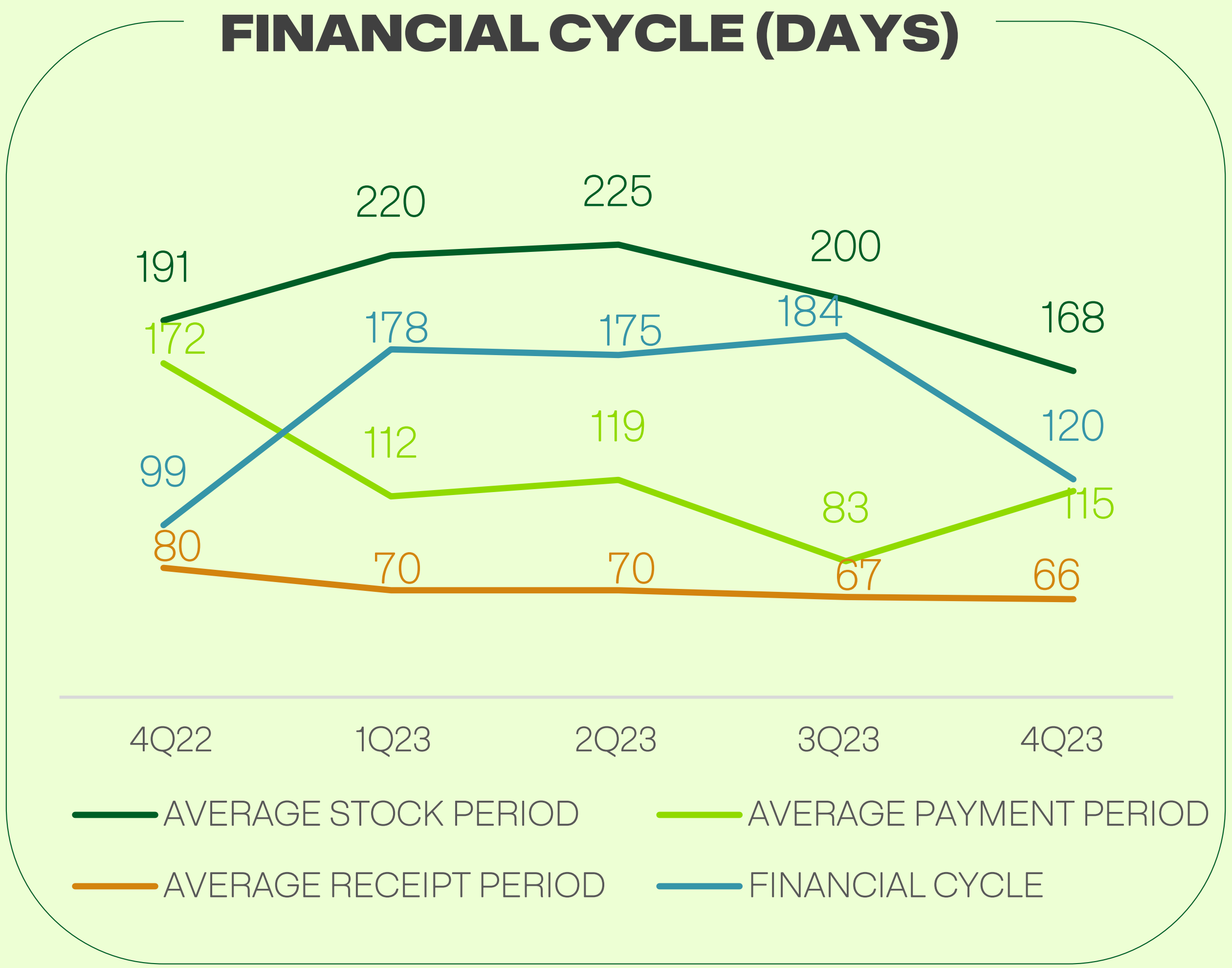
R$ MM | ADJUSTED | EX-IFRS



CASH FLOW AND FINANCIAL CYCLE

R$ MM | ADJUSTED | EX-IFRS



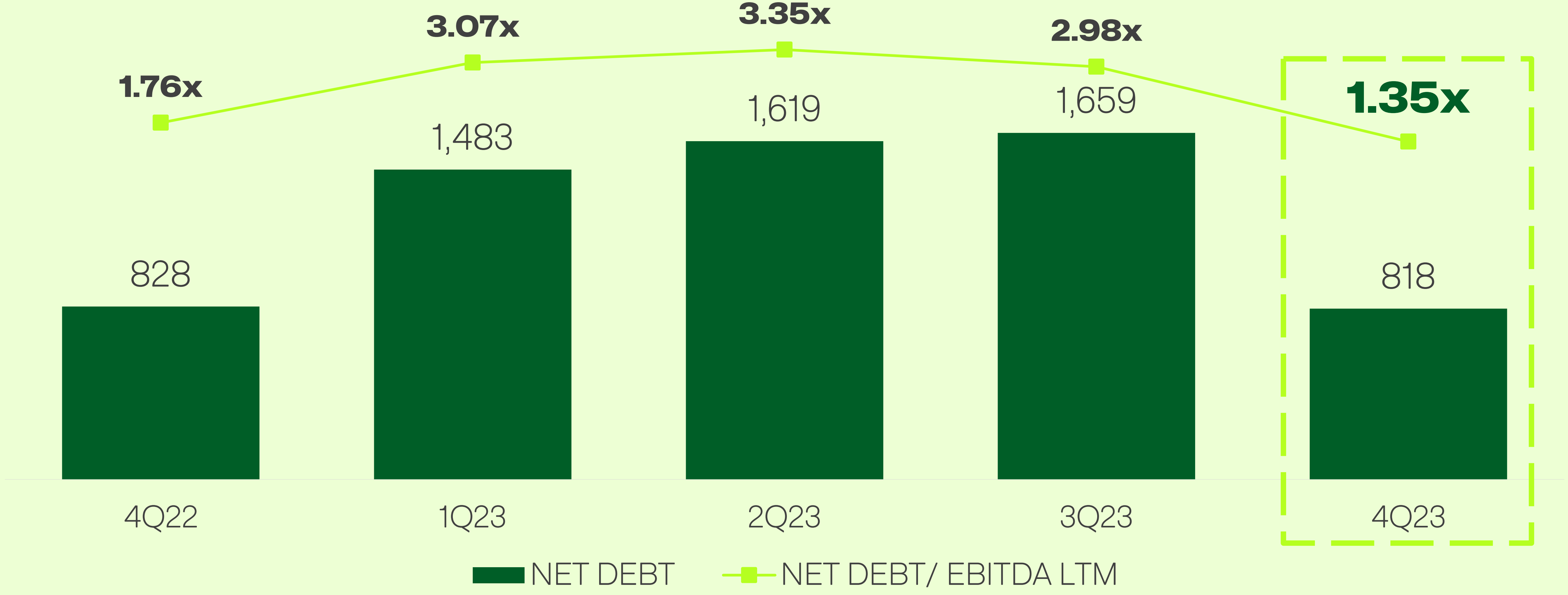


AVERAGE STOCK PERIOD
-25.2% (vs 2Q23)

OPERATING CASH GENERATION
R$ 950MM (4Q23)

INDEBTEDNESS

R$ MM | ADJUSTED | EX-IFRS



NET DEBT
-50.5% (vs 2Q23)

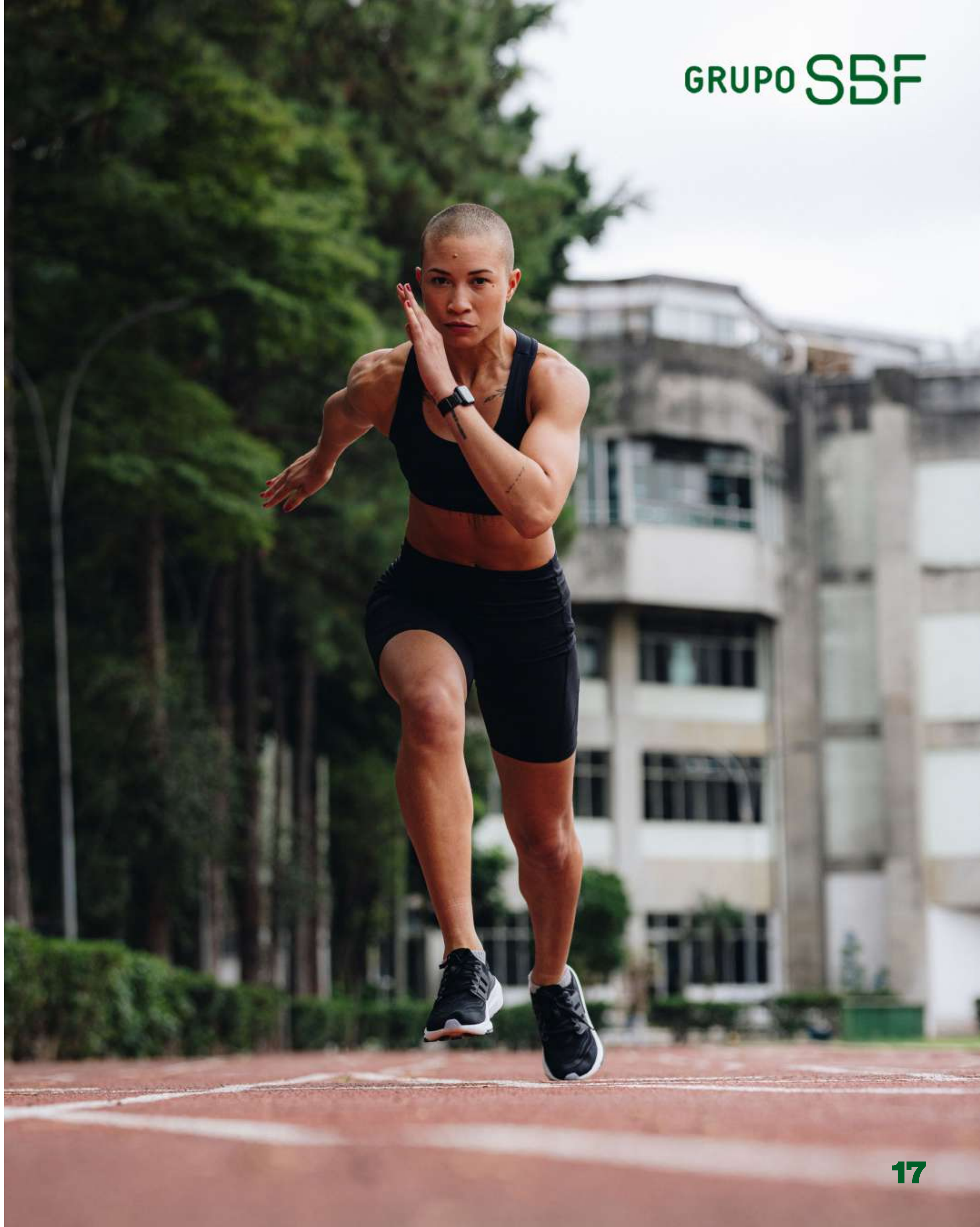
LEVERAGE
-2.0x (vs 2Q23)

Q&A

FOR LIVE AUDIO QUESTIONS, RAISE YOUR HAND TO JOIN THE QUEUE.

WHEN ANNOUNCED, A REQUEST TO ACTIVATE YOUR MICROPHONE WILL APPEAR ON THE SCREEN, AND THEN YOU SHOULD TURN ON YOUR MICROPHONE TO ASK QUESTIONS.

ALTERNATIVELY, WRITE YOUR QUESTION DIRECTLY IN THE Q&A ICON AT THE BOTTOM OF THE SCREEN.



GRUPO SBF | CENTAURO | FISIA DISTRIBUIDORA OFICIAL NO BRASIL | ONEFAN | X3M | NWB Network Brasil | fit dance | studio 78

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Victoria Machado

Luna Romeu

Luísa Milan

João Marques

Aviso Legal

As declarações contidas neste relatório relativas à perspectiva dos negócios da Companhia, às projeções e resultados e ao potencial de crescimento dela constituem-se em meras previsões e foram baseadas nas expectativas da administração em relação ao futuro da Companhia. Essas expectativas são altamente dependentes de mudanças no mercado e no desempenho econômico geral do País, do setor e do mercado internacional; estando, portanto, sujeitas a mudanças.

SMLL B3 | ICON B3 | IGC B3 | IGC-MN B3 | IGCT B3 | ITAG B3 | IBRA B3 | IGPTW B3